MANUFACTURED HOUSING INSTITUTE

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MANUFACTURED HOUSING

FINANCING

1985

35th
Annual
Survey

Manufactured Housing Institute
1745 Jefferson Davis Highway, #511
Arlington, VA 22202
703 979-6620

The Manufactured Housing Institute is the national trade association representing manufactured home builders and their suppliers. Its builder members produce the majority of the nation's manufactured homes. Some 220 supplier firms are members.

From its headquarters near Washington, DC, MHI works with federal regulatory agencies and Congress to promote the interests of the industry and its home buyers. The Institute works with private and government lenders for equitable treatment in financing and publishes a variety of statistical and financial reports. Its technical activities program works to maintain reasonable construction standards to keep manufactured homes safe and comfortable.

Through MHI, broad-based public relations programs focus attention on latest developments in building technology, land development and zoning and the importance of the manufactured housing industry in meeting America's housing needs. Annual expositions and conferences sponsored by the association offer a showcase for manufacturer and supplier company products and educational opportunities for executives.

In short, the Manufactured Housing Institute is a full-service, nonprofit association working to benefit all segments of the manufactured housing industry and its customers. It provides a unified industry voice in our nation's capital plus a whole lot more.

Please send information about manufacturer membership in MHI.

Name _____

Title _____

Company _____

Address _____

_____

Phone _____

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Arlington, VA 22202

Please send information about supplier membership in MHI.

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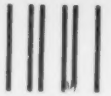

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June 1986

The Manufactured Housing Institute, under the direction of its finance committee, is pleased to provide you with the 35th Annual Survey of Financing for Manufactured Homes.

The purpose of this study is to provide financial institutions with information about the size of the market for manufactured home financing, the distribution of that market, and the experiences of lenders who are active in the industry. The survey findings serve as a valuable guide to both new and established manufactured home lenders. The information is particularly vital in today's changing financial market.

The manufactured housing industry delivered 283,489 homes to retail sales centers in 1985; a decrease of 4 percent from the 294,993 homes shipped the previous year. At an average price of $21,800 per home, the 1985 sales volume totalled $6.2 billion at the retail level.

All manufactured homes are built to the construction standards established and enforced by the U.S. Department of Housing and Urban Development (HUD). Every manufactured home sold in the United States must have a seal which certifies that it has been approved by third party inspectors and meets the established HUD standards. These standards assure that manufactured housing is safe, sanitary, and durable.

This survey of 1985 financing reports on 467 lenders representing 5,638 operating locations. There were a total of 1,247,685 retail consumer loans outstanding for manufactured homes in 1985 representing approximately $27.4 billion. Additionally, 269 financial institutions extended $1.97 billion in wholesale loans in 1985. For a more detailed summary of this year's findings, please refer to the Summary and Analysis section.

The manufactured housing industry will need continued support from the lending community in order to meet the growing demand for low and middle priced housing. We hope this report will encourage your participation in this important segment of the U.S. housing market. We welcome your comments and suggestions.

Sincerely,

William J. Owens
Vice President, Finance

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SURVEY BACKGROUND

The 35th Annual Survey of Manufactured Home Financing questionnaires were mailed in January, 1986 to approximately 5,000 financial institutions. A second mailing went out four weeks later to those in the sample who did not respond to the first mailing. Subsequent contacts were made by mail and by telephone with a number of key lenders who responded to this survey in previous years.

The mailing list for the survey was developed and updated primarily from the names of active lenders throughout the U.S. submitted by the state manufactured housing associations and by the manufacturer members of the Manufactured Housing Institute. The data collection, tabulation and analysis of this survey was conducted in strict confidence by Jon Whitney Associates, Inc., a market research and forecasting firm.

There were 467 financial institutions who responded to the survey. This included 20 lenders who said they will start or resume financing manufactured homes in 1986. Of this total, 444 lenders provided a considerable amount of detailed information on their consumer loan portfolio while 269 lenders responded to the questions on wholesale financing for manufactured housing.

The 444 financial institutions who provided information about their consumer loan portfolio reported a total of 1,247,685 loans outstanding representing $27.41 billion in gross dollar volume. These included:

	Total Reporting	MH Consumer Loan Portfolios
Commercial banks	278	$ 4,347,335,000
Savings and loans	81	$ 2,388,068,000
Finance companies	33	$16,395,582,000
Mortgage bankers	13	$ 2,413,070,000
Service companies	17	$ 1,824,673,000
Credit unions	22	$ 40,263,000

The 1.25 million total number of consumer loans outstanding in this survey includes 234,006 that were made in 1985. This total accounts for a substantial number of the consumer loans for manufactured homes that were made in 1985. Information from the National Housing Index division of Jon Whitney Associates, Inc. indicates that 87 percent of the 283,500 new manufactured homes were sold in 1985 with financing. This means that 247,500 new homes were financed in 1985. In addition, the National Housing Index estimates that there were 95,500 existing homes that were sold through dealers in 1985, 72,500 of which were financed, plus an estimated 381,000 existing manufactured homes that were sold privately, 247,500 of which were financed.

The 269 financial institutions who provided information on their manufactured home wholesale loan portfolio reported $1.97 billion total outstandings in floor planning for dealers in 1985. These included:

	Total Reporting	MH Wholesale Loan Portfolios
Commercial banks	196	$ 317,981,000
Savings and loans	38	$ 66,369,000
Finance companies	23	$ 1,500,834,000
Mortgage bankers	2	$ 1,492,000
Service companies	8	$ 85,405,000
Credit unions	2	$ 337,000

This survey is designed to provide financial firms with critical information on consumer and wholesale financing for manufactured housing. As much as possible, the report presents the data in a manner that will enable lenders to make meaningful comparisons for their particular financial institution. In addition to the 1985 findings, the report provides a historical trend perspective for some of the key characteristics for manufactured home loans.

SUMMARY AND ANALYSIS

A total of 467 financial firms with 5,638 operating locations reported financing manufactured homes in 1985. This total included 288 commercial banks, 85 savings and loan associations, 38 finance companies, 16 mortgage bankers, 18 service companies and 22 credit unions. Although three-quarters (72%) of the lenders said they have been in manufactured housing 10 or more years, a sizable number of lenders are new to the industry with 15 percent having 1 to 4 years of experience.

As of December 31, 1985, 444 lenders reported a total of 1,247,685 manufactured home consumer loans with gross outstandings of $27.41 billion. The average account in 1985 rose to $21,970 from the $21,808 average per account in 1984.

There were only slight changes in the share of manufactured home consumer loans in 1985. Finance companies still had more than half (55%) of the total number of manufactured home consumer loan outstandings in 1985, unchanged from the 55 percent share in 1984. The consumer installment finance companies reported 686,810 accounts totaling $16.40 billion in gross outstandings. The average account was valued at $23,870. Commercial banks, which accounted for 21 percent of manufactured home loans in 1984, had a 20 percent share in 1985 based on 252,822 accounts with gross outstandings totaling $4.35 billion. The average account was valued at $17,200. Savings and loans pulled back from the 11 percent share of the 1984 manufactured home loans to a 9 percent share of 1985 loans outstanding. S&L's had 112,769 accounts totaling $2.39 billion. The average account was valued at $21,180. Service companies dropped from a 6.5 percent share in 1984 to 6 percent of the market in 1985 with 77,136 loans totaling $1.82 billion in gross outstandings and the average account at $23,660. Mortgage bankers moved up from 6 percent of the market in 1984 to 9 percent in 1985. Mortgage bankers reported 115,368 manufactured home loans totaling $2.41 billion in gross outstandings with the average account valued at $20,920. The 22 credit unions who responded to this survey had less than 1 percent share with 2,780 manufactured home loans totaling $40 million in gross outstandings.

Lenders reported a total of 234,006 manufactured home loans made in 1985. Finance companies continued to be the most active with 127,858 loans representing 55 percent of the consumer loans made last year. Commercial banks moved up to a 20 percent share of the 1985 manufactured home market with 46,664 consumer loans. Savings and loan associations pulled back substantially on the number of manufactured home loans with 29,719 new accounts representing 13 percent of the 1985 loans. Mortgage bankers increased their activity during 1985 with 14,269 manufactured home loans representing 6 percent of the 1985 loan volume. Service companies also rose slightly to 6 percent share of new loans with 14,889 manufactured home loans in 1985. Credit unions reported adding 607 manufactured home loans in 1985 representing less than 1 percent of the market.

Almost 90 percent (87%) of the manufactured home loans made in 1985 were placed through dealers, the same as in 1984. Over three-quarters (78%) of the loans were kept in their portfolio while 22 percent of the new loans were sold.

The average maturity for new single section manufactured home loans in 1985 was 11.5 years, slightly longer than in 1984. Mortgage bankers offered the longest maturities with an average of 14.5 years, followed by savings and loans with 13.6 years, service companies with 13.2 years, finance companies with 13.1 years, credit unions with 12.1 years, and commercial banks with 10.5 years. The average maturity for new multisection home loans made in 1985 was 13.4 years, significantly longer than the 12.6 year average in 1984. Service companies led with 15.3 years, mortgage bankers averaged 16.2 years, savings and loan 16.0 years, finance companies 14.7 years, credit unions 12.4 years, and commercial banks averaged 12.2 years. The average manufactured home loan was paid off by the consumer in 6.5 years as compared to a average turnover of 6.8 years in 1984.

Down payment requirements were eased further in 1985. The minimum down payment for new single section manufactured home loans in 1985 averaged 15.1 percent, slightly less than the 16.0 percent average in 1984. For new multisection manufactured homes, the average minimum down payment was 15.5 percent, much less than the 16.6 percent average in 1984.

The slowdown in the energy states in 1985 was reflected in the delinquency figures. The delinquency rate for manufactured home loans continued at a high 4.8 percent level in 1985. Mortgage bankers reported the highest delinquency rate at 7.6 percent, down from 10.5 percent in 1984. Credit unions reported that 5.1 percent of their accounts were running late, down from 9.7 percent in 1984. Savings and loans reported a 5.0 percent delinquency rate, down from 5.8 percent. Finance companies reported 4.7 percent, down slightly from 4.8 percent. Service companies reported a decrease from 3.3 percent in 1984 to 2.0 percent in 1985. The delinquency rate for commercial banks rose from 3.8 percent in 1984 to 4.5 percent in 1985.

Repossessions continued at a high level. Lenders reported 1.4 percent of the accounts outstanding were in repossession as of December 31, 1985, up from 1.3 percent in 1984. Mortgage bankers had the highest rate at 4.2 percent, followed by savings and loans at 1.3 percent, finance companies at 1.2 percent, credit unions at 1.0 percent, with commercial banks and service companies at 0.8 percent.

On the average, financial institutions initiated repossession proceedings 81 days after the loan was in default. Overall, they said they recovered 86 percent of their loan value when the repossessed manufactured home was sold. Lenders with recourse or repurchase agreements with dealers said they recovered 94 percent of their loan value.

Lenders used several methods to protect their portfolios. Over half (52%) of the lenders operated with a dealer recourse agreement while over one-third (38%) had a repurchase arrangement with the dealer. Well over a third (42%) had a non-recourse reserve. Slightly more than a quarter (26%) used private mortgage insurance while 17 percent were involved with FHA insured loans and 13 percent with VA guaranty loans.

Almost all lenders (97%) required home owners insurance. In addition, 9 percent of the lenders required wholesale fraud insurance while 10 percent offered open lot insurance and 18 percent offered liability coverage.

Because retail inventories were made up of a larger number of used manufactured homes and a smaller number of new homes than normal, and because there were more repossessions back on the market, dealers did not need as much wholesale financing in 1985. A total of 269 financial institutions provided $1.97 billion in floor planning for manufactured housing. This compares with 273 firms who provided $2.52 billion in 1984. There was a dramatic shift in market share at the wholesale level. Commercial banks, which provided the bulk (57%) of the floor planning in 1984 with $1.43 billion, dropped back to $0.32 billion in 1985 representing a 16 percent share. On the other hand, finance companies, which accounted for 27 percent in 1984 with $0.67 billion, stepped up to $1.50 billion representing 76 percent of the 1985 wholesale dollar volume. Service companies provided 4 percent, savings and loans associations 3 percent and mortgage bankers less than 1 percent of the floor planning. Finance companies worked with a large number of dealers while half (50%) of the commercial banks provided wholesale financing for only one or two dealers. Lenders used several methods to protect their wholesale loan portfolio. Almost 9 out of 10 lenders (87%) verified their floor planning using in-house staff while 13 percent used outside verification. Over three-quarters (80%) had a personal guarantee with the dealer, 80 percent of the lenders held the MCO (Manufacturers Certificate of Origin) and 71 percent had a repurchase agreement with the manufacturer.

Overall, 94 percent of the financial institutions said they also provided financing for conventional homes and tracts, 26 percent financed manufactured home subdivisions, and 30 percent provided financing for manufactured home parks. Over two-thirds (68%) of all lenders said that manufactured home loans were as profitable or more profitable than real estate loans while 71 percent said they matched or bettered the profitability of auto loans.

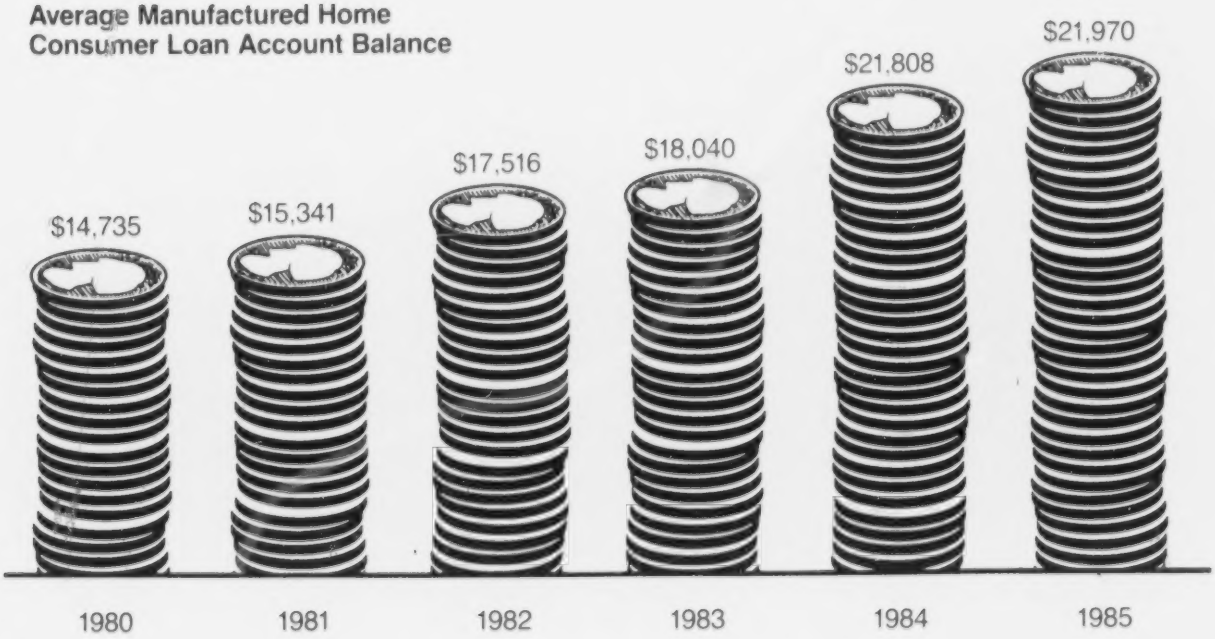
Lenders continue to indicate a high level of interest in manufactured home financing with 43 percent reporting that they will start or increase their portfolio in 1986. Further, over half (52%) of the lenders said they would be interested in participating in a secondary market for manufactured home financing.

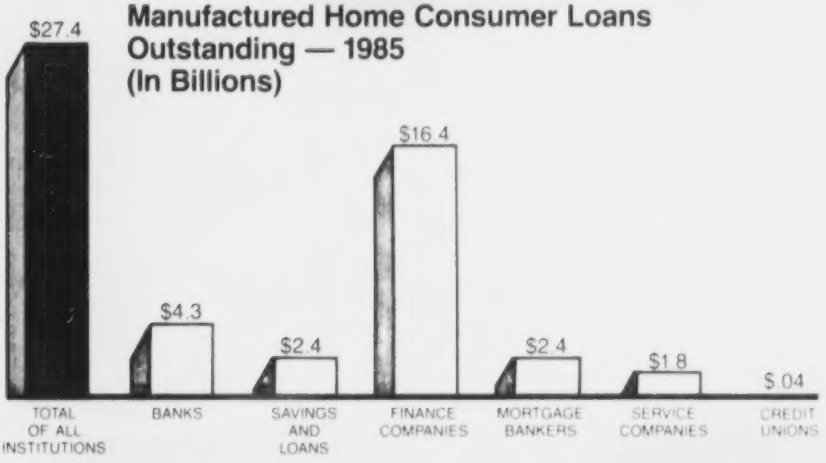
Jon W. Whitney
President
JON WHITNEY ASSOCIATES, INC.
Austin, Texas

1985 SURVEY FINDINGS

Total Manufactured Home Consumer Loans Outstanding (Billions)

Average Manufactured Home Consumer Loan Account Balance

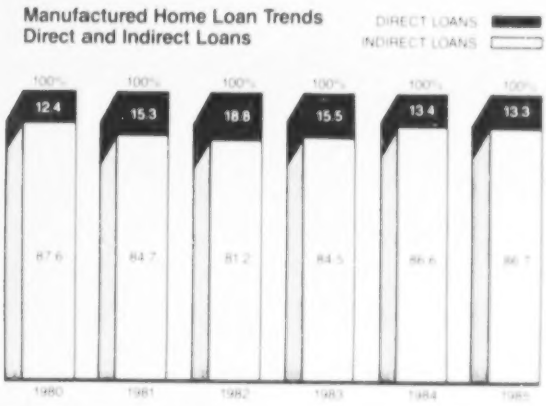




GROSS DOLLAR VALUE OF MANUFACTURED HOUSING RETAIL PAPER OUTSTANDING AND NUMBER OF ACCOUNTS OF REPORTING INSTITUTIONS

TOTAL OF ALL INSTITUTIONS	**1985**	**1984**	**1983**	**1982**
Reporting Institutions	*444*	*472*	*542*	*474*
Gross Dollar Value	*$27,409,016,000*	*$23,551,059,000*	*$20,944,969,000*	*$19,738,409,000*
Average Account Value	*$21,970*	*$21,808*	*$18,040*	*$17,516*
Accounts Outstanding	*1,247,685*	*1,079,918*	*1,161,005*	*1,126,851*
ACCOUNTS OUTSTANDING BY TYPE OF FINANCIAL INSTITUTIONS				
BANKS	**1985**	**1984**	**1983**	**1982**
Reporting Institutions	*278*	*305*	*343*	*309*
Gross Dollar Value	*$4,347,335,000*	*$4,290,876,000*	*$4,565,687,000*	*$4,546,270,000*
Average Account Value	*$17,200*	*$18,895*	*$15,665*	*$14,428*
Accounts Outstanding	*252,822*	*227,096*	*291,457*	*315,103*
SAVINGS AND LOAN				
Reporting Institutions	*81*	*101*	*127*	*109*
Gross Dollar Value	*$2,388,068,000*	*$2,504,209,000*	*$2,545,803,000*	*$2,358,528,000*
Average Account Value	*$21,180*	*$21,244*	*$18,087*	*$17,855*
Accounts Outstanding	*112,769*	*117,881*	*140,751*	*132,091*
FINANCE COMPANIES				
Reporting Institutions	*33*	*23*	*14*	*25*
Gross Dollar Value	*$16,395,582,000*	*$13,553,610,000*	*$9,617,554,000*	*$9,905,184,000*
Average Account Value	*$23,870*	*$22,666*	*$19,146*	*$18,716*
Accounts Outstanding	*686,810*	*597,966*	*502,324*	*529,231*
MORTGAGE BANKERS				
Reporting Institutions	*13*	*11*	*22*	*14*
Gross Dollar Value	*$2,413,070,000*	*$1,307,182,000*	*$3,242,406,000*	*$2,226,521,000*
Average Account Value	*$20,920*	*$20,459*	*$18,928*	*$19,851*
Accounts Outstanding	*115,368*	*63,892*	*171,304*	*112,159*
SERVICE COMPANIES				
Reporting Institutions	*17*	*11*	*11*	*15*
Gross Dollar Value	*$1,824,673,000*	*$1,860,063,000*	*$844,585,000*	*$701,113,000*
Average Account Value	*$23,660*	*$26,361*	*$17,807*	*$18,362*
Accounts Outstanding	*77,136*	*70,561*	*47,431*	*38,182*
CREDIT UNIONS				
Reporting Institutions	*22*	*21*	*25*	*2*
Gross Dollar Value	*$40,263,000*	*$35,119,000*	*$128,934,000*	*$793,000*
Average Account Value	*$14,480*	*$13,925*	*$16,662*	*$9,329*
Accounts Outstanding	*2,780*	*2,522*	*7,738*	*85*

1985 SURVEY FINDINGS



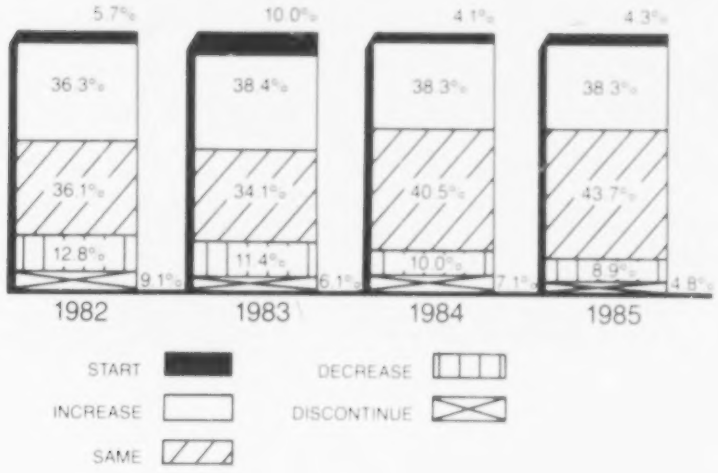
NUMBER OF MANUFACTURED HOUSING LOANS MADE IN THE PAST YEAR

TOTAL OF ALL INSTITUTIONS	1985	%	1984	%	1983	%	1982	%
Reporting Institutions	436		416		511		382	
Loans Made in Calendar Year	234,006	100.0	247,818	100.0	225,091	100.0	189,256	100.0
Total Direct Loans	31,148	13.3	33,133	13.4	34,786	15.5	35,608	18.8
Total Indirect Loans	202,858	86.7	214,685	86.6	190,305	84.5	153,648	81.2

LOANS MADE IN THE PAST YEAR BY TYPE OF FINANCIAL INSTITUTION

BANKS	1985	%	1984	%	1983	%	1982	%
Reporting Institutions	271		268		319		245	
Loans Made in Calendar Year	46,664	100.0	40,813	100.0	52,250	100.0	54,724	100.0
Total Direct Loans	19,817	42.5	17,431	42.7	18,235	34.9	25,054	45.8
Total Indirect Loans	26,847	57.5	23,382	57.3	34,015	65.1	29,670	54.2
SAVINGS AND LOAN								
Reporting Institutions	80		85		122		86	
Loans Made in Calendar Year	29,719	100.0	60,791	100.0	38,842	100.0	19,569	100.0
Total Direct Loans	7,318	24.6	8,050	13.2	12,080	31.1	3,582	18.3
Total Indirect Loans	22,401	75.4	52,741	86.8	26,762	68.9	15,987	81.7
FINANCE COMPANIES								
Reporting Institutions	33		21		13		21	
Loans Made in Calendar Year	127,858	100.0	124,190	100.0	83,630	100.0	83,590	100.0
Total Direct Loans	2,144	1.7	5,622	4.5	2,258	2.7	2,488	3.0
Total Indirect Loans	125,714	98.3	118,568	95.5	81,372	97.3	81,102	97.0
MORTGAGE BANKERS								
Reporting Institutions	13		10		22		15	
Loans Made in Calendar Year	14,269	100.0	9,615	100.0	36,934	100.0	24,741	100.0
Total Direct Loans	144	1.0	735	7.6	813	2.2	4,022	16.3
Total Indirect Loans	14,125	99.0	8,920	92.4	36,121	97.8	20,719	83.7
SERVICE COMPANIES								
Reporting Institutions	17		11		11		13	
Loans Made in Calendar Year	14,889	100.0	11,786	100.0	12,141	100.0	6,575	100.0
Total Direct Loans	1,144	7.7	778	6.6	231	1.9	409	6.2
Total Indirect Loans	13,745	92.3	11,008	93.4	11,910	98.1	6,166	93.8
CREDIT UNIONS								
Reporting Institutions	22		21		24		2	
Loans Made in Calendar Year	607	100.0	583	100.0	1,294	100.0	57	100.0
Total Direct Loans	581	95.7	517	88.7	1,169	90.3	53	93.0
Total Indirect Loans	26	4.3	66	11.3	125	9.7	4	7.0

Lenders' Plans for Financing Manufactured Housing in the Next Year



PLANS FOR MANUFACTURED HOME FINANCING IN 1986

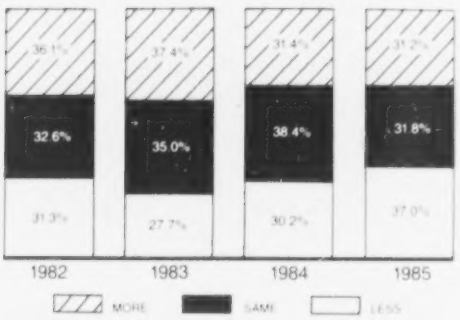
	TOTAL		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
REPORTING INSTITUTIONS	462	100.0	284	100.0	85	100.0	37	100.0	16	100.0	18	100.0	22	100.0
Will Start Financing	20	4.3	10	3.5	4	4.7	2	5.4	3	18.8	1	5.6	–	–
Will Increase Portfolio	177	38.3	91	32.0	38	44.7	23	62.2	7	43.8	14	77.8	4	18.2
Stay at Same Size	202	43.7	133	46.8	34	40.0	10	27.0	4	25.0	3	16.7	18	81.8
Will Decrease Portfolio	41	8.9	34	12.0	4	4.7	2	5.4	1	6.3	–	–	–	–
Will Discontinue	22	4.8	16	5.6	5	5.9	–	–	1	6.3	–	–	–	–

APPROXIMATE DOLLAR VOLUME LENDERS PLAN TO COMMIT FOR MANUFACTURED HOME LOANS IN 1986

	TOTAL		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
REPORTING INSTITUTIONS	240	100.0	136	100.0	53	100.0	22	100.0	10	100.0	13	100.0	6	100.0
Less than $500,000	43	17.9	32	23.5	6	11.3	–	–	–	–	–	–	5	83.3
$500,000 to $999,999	21	8.8	16	11.8	–	–	1	4.5	2	20.0	2	15.4	–	–
$1,000,000 to $2,499,999	54	22.5	37	27.2	12	22.6	2	9.1	1	10.0	1	7.7	1	16.7
$2,500,000 to $4,499,999	21	8.8	12	8.8	6	11.3	1	4.5	1	10.0	1	7.7	–	–
$5,000,000 to $9,999,999	30	12.5	15	11.0	10	18.9	2	9.1	1	10.0	2	15.4	–	–
$10,000,000 to $49,999,999	52	21.7	18	13.2	17	32.1	8	36.4	3	30.0	6	46.2	–	–
$50,000,000 or more	19	7.9	6	4.4	2	3.8	8	36.4	2	20.0	1	7.7	–	–
Average (In Thousands)	$17,460		$ 9,335		$12,441		$85,773		$18,420		$14,454		$ 400	

1985 SURVEY FINDINGS

Profitability of Manufactured Home Lending Compared to Real Estate Loan Programs



PROFITABILITY OF MANUFACTURED HOME LENDING COMPARED TO REAL ESTATE LOAN PROGRAMS

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	346	100.0	229	100.0	71	100.0	8	100.0	7	100.0	9	100.0	22	100.0
Manufactured Home Loans Are More Profitable	108	31.2	68	29.7	28	39.4	2	25.0	2	28.6	3	33.3	5	22.7
Manufactured Home Loans Are Less Profitable	110	31.8	75	32.8	27	38.0	—	—	2	28.6	1	11.1	5	22.7
Both About the Same	128	37.0	86	37.6	16	22.5	6	75.0	3	42.9	5	55.6	12	54.5

PROFITABILITY OF MANUFACTURED HOME LENDING COMPARED TO AUTO LOANS

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	328	100.0	244	100.0	55	100.0	12	100.0	5	100.0	10	100.0	2	100.0
Manufactured Home Loans Are More Profitable	114	34.8	72	29.5	23	41.8	6	50.0	4	80.0	9	90.0	—	—
Manufactured Home Loans Are Less Profitable	95	29.0	77	31.6	15	27.3	2	16.7	—	—	—	—	1	50.0
Both About the Same	119	36.3	95	38.9	17	30.9	4	33.3	1	20.0	1	10.0	1	50.0

PROFITABILITY OF MANUFACTURED HOME LENDING COMPARED TO OTHER SECURED LOANS

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	320	100.0	233	100.0	58	100.0	11	100.0	5	100.0	11	100.0	2	100.0
Manufactured Home Loans Are More Profitable	90	28.1	59	25.3	17	29.3	4	36.4	3	60.0	7	63.6	—	—
Manufactured Home Loans Are Less Profitable	100	31.3	73	31.3	20	34.5	3	27.3	—	—	3	27.3	1	50.0
Both About the Same	130	40.6	101	43.3	21	36.2	4	36.4	2	40.0	1	9.1	1	50.0

FINANCING OF OTHER TYPES OF HOUSING/CONSTRUCTION

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	323	100.0	212	100.0	70	100.0	11	100.0	6	100.0	9	100.0	15	100.0
Conventional Homes/Tracts	303	93.8	201	94.8	67	95.7	7	63.6	6	100.0	7	77.8	15	100.0
Manufactured Home/Modular Subdivisions	85	26.3	50	23.6	20	28.6	6	54.5	5	83.3	4	44.4	—	—
Manufactured Home Parks	96	29.7	60	28.3	25	35.7	6	54.5	1	16.7	4	44.4	—	—

LENDERS INTEREST IN A SECONDARY MARKET FOR MANUFACTURED HOME LOANS

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	279	100.0	196	100.0	47	100.0	17	100.0	8	100.0	9	100.0	2	100.0
Interested	145	52.0	89	45.4	27	57.4	15	88.2	7	87.5	6	66.7	1	50.0
No Interest	134	48.0	107	54.6	20	42.6	2	11.8	1	12.5	3	33.3	1	50.0

NUMBER OF YEARS EXPERIENCE IN MANUFACTURED HOME FINANCING

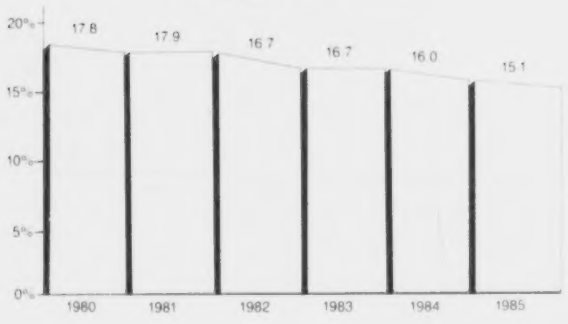
	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	447	100.0	279	100.0	79	100.0	37	100.0	12	100.0	18	100.0	22	100.0
1 to 4 Years	68	15.2	30	10.8	28	35.4	5	13.5	3	25.0	2	11.1	—	—
5 to 9 Years	57	12.8	33	11.8	8	10.1	9	24.3	2	16.7	4	22.2	1	4.5
10 to 19 Years	239	53.5	151	54.1	43	54.4	16	43.2	7	58.3	7	38.9	15	68.2
20 to 29 Years	63	14.1	53	19.0	—	—	3	8.1	—	—	3	16.7	4	18.2
30 or More Years	20	4.5	12	4.3	—	—	4	10.8	—	—	2	11.1	2	9.1
AVERAGE YEARS	13.13		14.04		9.22		13.08		8.83		15.00		16.41	

1985 SURVEY FINDINGS

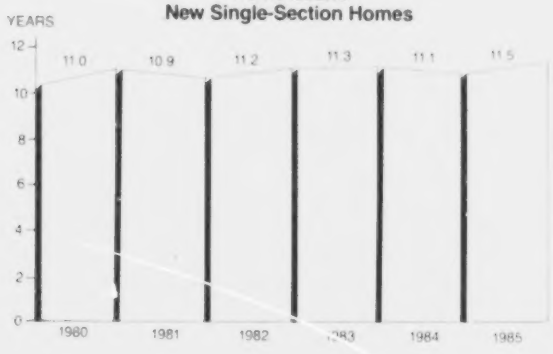
MINIMUM ACCEPTABLE DOWN PAYMENT ON MANUFACTURED HOME LOANS

	ALL INSTITUTIONS		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
NEW SINGLE SECTION HOMES														
REPORTING INSTITUTIONS	405	100.0	250	100.0	76	100.0	31	100.0	10	100.0	16	100.0	22	100.0
less than 10% down	7	1.7	2	.8	1	1.3	2	6.5	1	10.0	1	6.3	–	–
10% down	182	44.9	84	33.6	44	57.9	28	90.3	8	80.0	11	68.8	7	31.8
11% to 15% down	69	17.0	48	19.2	13	17.1	1	3.2	1	10.0	3	18.8	3	13.6
16% to 20% down	101	24.9	78	31.2	14	18.4	–	–	–	–	1	6.3	8	36.4
21% to 25% down	38	9.4	31	12.4	3	3.9	–	–	–	–	–	–	4	18.2
more than 25% down	8	2.0	7	2.8	1	1.3	–	–	–	–	–	–	–	–
AVERAGE	15.13%		16.58%		13.45%		9.84%		10.20%		11.25%		17.05%	
NEW MULTI-SECTION HOMES														
REPORTING INSTITUTIONS	375	100.0	222	100.0	73	100.0	30	100.0	12	100.0	16	100.0	22	100.0
less than 10% down	6	1.6	1	.5	2	2.7	2	6.7	1	8.3	–	–	–	–
10% down	149	39.7	62	27.9	37	50.7	25	83.3	9	75.0	9	56.3	7	31.8
11% to 15% down	76	20.3	51	23.0	12	16.4	2	6.7	2	16.7	6	37.5	3	13.6
16% to 20% down	99	26.4	69	31.1	20	27.4	1	3.3	–	–	1	6.3	8	36.4
21% to 25% down	37	9.9	31	14.0	2	2.7	–	–	–	–	–	–	4	18.2
more than 25% down	8	2.1	8	3.6	–	–	–	–	–	–	–	–	–	–
AVERAGE	15.54%		17.16%		13.79%		10.33%		10.58%		12.50%		17.05%	
EXISTING SINGLE SECTION HOME														
REPORTING INSTITUTIONS	399	100.0	247	100.0	73	100.0	32	100.0	10	100.0	16	100.0	21	100.0
less than 10% down	2	.5	–	–	–	–	1	3.1	–	–	1	6.3	–	–
10% down	126	31.6	51	20.6	27	37.0	24	75.0	7	70.0	9	56.3	8	38.1
11% to 15% down	58	14.5	30	12.1	14	19.2	6	18.8	1	10.0	5	31.3	2	9.5
16% to 20% down	121	30.3	85	34.4	27	37.0	1	3.1	2	20.0	1	6.3	5	23.8
21% to 25% down	64	16.0	54	21.9	4	5.5	–	–	–	–	–	–	6	28.6
more than 25% down	28	7.0	27	10.9	1	1.4	–	–	–	–	–	–	–	–
AVERAGE	17.63%		19.68%		15.75%		11.09%		12.50%		11.88%		16.86	
EXISTING MULTI-SECTION HOMES														
REPORTING INSTITUTIONS	367	100.0	219	100.0	70	100.0	30	100.0	11	100.0	16	100.0	21	100.0
less than 10% down	2	.5	–	–	1	1.4	1	3.3	–	–	–	–	–	–
10% down	112	30.5	39	17.8	26	37.1	22	73.3	8	72.7	9	56.3	8	38.1
11% to 15% down	57	15.5	32	14.6	10	14.3	6	20.0	1	9.1	6	37.5	2	9.5
16% to 20% down	106	28.9	69	31.5	28	40.0	1	3.3	2	18.2	1	6.3	5	23.8
21% to 25% down	64	17.4	53	24.2	5	7.1	–	–	–	–	–	–	6	28.6
more than 25% down	26	7.1	26	11.9	–	–	–	–	–	–	–	–	–	–
AVERAGE	17.76%		20.06%		15.71%		11.17%		12.27%		12.50%		16.86%	

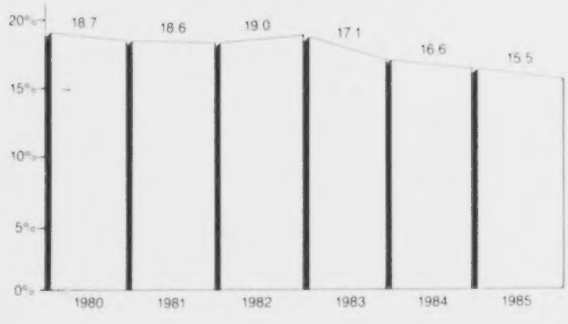
Average Downpayment on a Manufactured Home Loan New Single Section Homes



Average Maturity of Manufactured Home Loans New Single-Section Homes



Average Downpayment on a Manufactured Home Loan New Multi-Section Homes



Average Maturity of Manufactured Home Loans New Multi-Section Homes

1985 SURVEY FINDINGS

AVERAGE OR TYPICAL MATURITY ON MANUFACTURED HOME LOANS MADE IN 1985

	ALL INSTITUTIONS		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
NEW SINGLE SECTION HOMES														
REPORTING INSTITUTIONS	395	100.0	248	100.0	72	100.0	28	100.0	10	100.0	16	100.0	21	100.0
less than 10 years	70	17.7	60	24.2	3	4.2	2	7.1	1	10.0	1	6.3	3	14.3
10 to 11 years	114	28.9	85	34.3	15	20.8	3	10.7	2	20.0	2	12.5	7	33.3
12 years	84	21.3	63	25.4	9	12.5	7	25.0	–	–	3	18.8	2	9.5
13 to 14 years	11	2.8	3	1.2	3	4.2	4	14.3	–	–	1	6.3	–	–
15 years	104	26.3	34	13.7	35	48.6	12	42.9	6	60.0	9	56.3	8	38.1
16 to 19 years	2	.5	–	–	2	2.8	–	–	–	–	–	–	–	–
20 years or more	10	2.5	3	1.2	5	6.9	–	–	1	10.0	–	–	1	4.8
AVERAGE	11.53 yrs		10.48 yrs		13.60 yrs		13.11 yrs		14.50 yrs		13.25 yrs		12.14 yrs	
NEW MULTI-SECTION HOMES														
REPORTING INSTITUTIONS	358	100.0	214	100.0	68	100.0	27	100.0	12	100.0	16	100.0	21	100.0
less than 10 years	35	9.8	32	15.0	–	–	–	–	–	–	1	6.3	2	9.5
10 to 11 years	62	17.3	45	21.0	5	7.4	2	7.4	2	16.7	–	–	8	38.1
12 years	57	15.9	52	24.3	2	2.9	1	3.7	–	–	–	–	2	9.5
13 to 14 years	13	3.6	5	2.3	1	1.5	3	11.1	1	8.3	3	18.8	–	–
15 years	153	42.7	70	32.7	41	60.3	19	70.4	7	58.3	8	50.0	8	38.1
16 to 19 years	4	1.1	1	.5	2	2.9	1	3.7	–	–	–	–	–	–
20 years or more	34	9.5	9	4.2	17	25.0	1	3.7	2	16.7	4	25.0	1	4.8
AVERAGE	13.37 yrs		12.16 yrs		16.01 yrs		14.67 yrs		16.17 yrs		15.31 yrs		12.38 yrs	
EXISTING SINGLE SECTION HOMES														
REPORTING INSTITUTIONS	388	100.0	244	100.0	69	100.0	29	100.0	9	100.0	16	100.0	21	100.0
less than 10 years	224	57.7	172	70.5	29	42.0	6	20.7	3	33.3	5	31.3	9	42.9
10 to 11 years	94	24.2	49	20.1	22	31.9	8	27.6	1	11.1	2	12.5	12	57.1
12 years	39	10.1	11	4.5	9	13.0	9	31.0	3	33.3	7	43.8	–	–
13 to 14 years	6	1.5	1	.4	2	2.9	3	10.3	–	–	–	–	–	–
15 years	23	5.9	9	3.7	7	10.1	3	10.3	2	22.2	2	12.5	–	–
16 to 19 years	–	–	–	–	–	–	–	–	–	–	–	–	–	–
20 years or more	2	.5	2	.8	–	–	–	–	–	–	–	–	–	–
AVERAGE	8.52 yrs		7.78 yrs		9.39 yrs		11.00 yrs		10.44 yrs		10.69 yrs		8.38 yrs	
EXISTING MULTI-SECTION HOMES														
REPORTING INSTITUTIONS	348	100.0	209	100.0	64	100.0	28	100.0	10	100.0	16	100.0	21	100.0
less than 10 years	125	35.9	97	46.4	10	15.6	4	14.3	2	20.0	4	25.0	8	38.1
10 to 11 years	122	35.1	77	36.8	27	42.2	4	14.3	1	10.0	1	6.3	12	57.1
12 years	40	11.5	15	7.2	9	14.1	7	25.0	2	20.0	7	43.8	–	–
13 to 14 years	6	1.7	–	–	1	1.6	5	17.9	–	–	–	–	–	–
15 years	47	13.5	17	8.1	15	23.4	8	28.6	4	40.0	3	18.8	–	–
16 to 19 years	1	.3	–	–	1	1.6	–	–	–	–	–	–	–	–
20 years or more	7	2.0	3	1.4	1	1.6	–	–	1	10.0	1	6.3	1	4.8
AVERAGE	9.93 yrs		8.92 yrs		11.34 yrs		12.29 yrs		13.70 yrs		11.88 yrs		9.19 yrs	

MAXIMUM MATURITY
ON MANUFACTURED HOME LOANS MADE IN 1985

	ALL INSTITUTIONS		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
NEW SINGLE SECTION HOMES														
REPORTING INSTITUTIONS	397	100.0	248	100.0	73	100.0	28	100.0	10	100.0	16	100.0	22	100.0
less than 10 years	33	8.3	31	12.5	1	1.4	1	3.6	—	—	—	—	—	—
10 to 11 years	91	22.9	67	27.0	13	17.8	4	14.3	1	10.0	—	—	6	27.3
12 years	73	18.4	64	25.8	2	2.7	2	7.1	—	—	—	—	5	22.7
13 to 14 years	1	.3	1	.4	—	—	—	—	—	—	—	—	—	—
15 years	169	42.6	78	31.5	40	54.8	19	67.9	8	80.0	15	93.8	9	40.9
16 to 19 years	3	.8	—	—	2	2.7	—	—	—	—	—	—	1	4.5
20 years or more	27	6.8	7	2.8	15	20.5	2	7.1	1	10.0	1	6.3	1	4.5
AVERAGE	12.93 yrs		11.88 yrs		15.04 yrs		14.18 yrs		15.50 yrs		15.31 yrs		13.27 yrs	
NEW MULTI-SECTION HOMES														
REPORTING INSTITUTIONS	363	100.0	217	100.0	69	100.0	27	100.0	12	100.0	16	100.0	22	100.0
less than 10 years	19	5.2	19	8.8	—	—	—	—	—	—	—	—	—	—
10 to 11 years	46	12.7	34	15.7	3	4.3	2	7.4	1	8.3	—	—	6	27.3
12 years	44	12.1	37	17.1	2	2.9	—	—	—	—	—	—	5	22.7
13 to 14 years	—	—	—	—	—	—	—	—	—	—	—	—	—	—
15 years	185	51.0	106	48.8	32	46.4	19	70.4	9	75.0	10	62.5	9	40.9
16 to 19 years	2	.6	1	.5	—	—	—	—	—	—	—	—	1	4.5
20 years or more	67	18.5	20	9.2	32	46.4	6	22.2	2	16.7	6	37.5	1	4.5
AVERAGE	14.61 yrs		13.47 yrs		17.23 yrs		15.74 yrs		16.67 yrs		17.19 yrs		13.27 yrs	
EXISTING SINGLE SECTION HOMES														
REPORTING INSTITUTIONS	390	100.0	244	100.0	70	100.0	29	100.0	9	100.0	16	100.0	22	100.0
less than 10 years	146	37.4	119	48.8	17	24.3	3	10.3	1	11.1	—	—	6	27.3
10 to 11 years	107	27.4	74	30.3	11	15.7	6	20.7	1	11.1	1	6.3	14	63.6
12 years	59	15.1	26	10.7	11	15.7	10	34.5	2	22.2	9	56.3	1	4.5
13 to 14 years	1	.3	1	.4	—	—	—	—	—	—	—	—	—	—
15 years	62	15.9	21	8.6	21	30.0	10	34.5	5	55.6	5	31.3	—	—
16 to 19 years	2	.5	—	—	2	2.9	—	—	—	—	—	—	—	—
20 years or more	13	3.3	3	1.2	8	11.4	—	—	—	—	1	6.3	1	4.5
AVERAGE	10.23 yrs		9.18 yrs		12.20 yrs		12.14 yrs		12.67 yrs		13.31 yrs		9.82 yrs	
EXISTING MULTI-SECTION HOMES														
REPORTING INSTITUTIONS	351	100.0	209	100.0	66	100.0	28	100.0	10	100.0	16	100.0	22	100.0
less than 10 years	78	22.2	64	30.6	6	9.1	2	7.1	—	—	—	—	6	27.3
10 to 11 years	116	33.0	83	39.7	15	22.7	2	7.1	1	10.0	1	6.3	14	63.6
12 years	52	14.8	27	12.9	5	7.6	10	35.7	2	20.0	7	43.8	1	4.5
13 to 14 years	—	—	—	—	—	—	—	—	—	—	—	—	—	—
15 years	74	21.1	27	12.9	22	33.3	14	50.0	6	60.0	5	31.3	—	—
16 to 19 years	—	—	—	—	—	—	—	—	—	—	—	—	—	—
20 years or more	31	8.8	8	3.8	18	27.3	—	—	1	10.0	3	18.8	1	4.5
AVERAGE	11.74 yrs		10.56 yrs		14.35 yrs		13.04 yrs		15.40 yrs		14.31 yrs		9.82 yrs	

1985 SURVEY FINDINGS

AVERAGE TURNOVER FOR MANUFACTURED HOME RETAIL LOANS IN 1985

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	308	100.0	200	100.0	52	100.0	18	100.0	5	100.0	14	100.0	19	100.0
Less Than 5 Years	23	7.5	16	8.0	4	7.7	1	5.6	–	–	–	–	2	10.5
5 Years	68	22.1	43	21.5	11	21.2	2	11.1	–	–	2	14.3	10	52.6
6 Years	74	24.0	60	30.0	10	19.2	2	11.1	–	–	2	14.3	–	–
7 Years	71	23.1	37	18.5	16	30.8	10	55.6	1	20.0	7	50.0	–	–
8 Years	44	14.3	25	12.5	6	11.5	3	16.7	3	60.0	2	14.3	5	26.3
9 Years	8	2.6	6	3.0	–	–	–	–	1	20.0	1	7.1	–	–
10 or More Years	20	6.5	13	6.5	5	9.6	–	–	–	–	–	–	2	10.5
Average Number of Years	6.53		6.46		6.63		6.67		8.00		6.86		6.21	

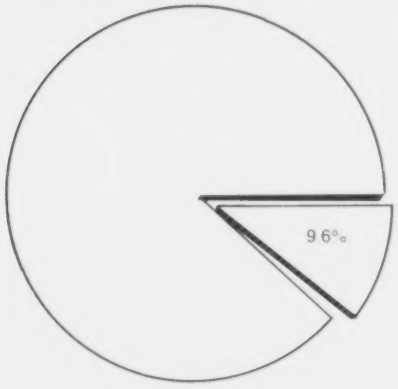
MANUFACTURED HOME LOANS INVOLVED IN A TRANSFER OF EQUITY/ASSUMPTION DURING 1985

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	261		162		53		20		10		13		3	
Accounts Outstanding	734,420	100.0	186,436	100.0	75,588	100.0	306,013	100.0	115,199	100.0	50,404	100.0	780	100.0
Loans Involving Transfer of Equity/Assumption	9,790	1.3	1,666	.9	943	1.2	5,235	1.7	1,727	1.5	215	.4	4	.5

DISPOSITION OF MANUFACTURED HOME LOANS MADE IN THE PAST YEAR

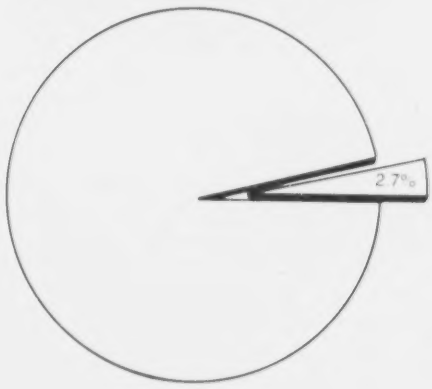
	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	377		242		72		29		9		17		8	
Loans Made In Calendar Year	179,757	100.0	44,021	100.0	25,514	100.0	89,249	100.0	5,905	100.0	14,889	100.0	179	100.0
Loans Kept	140,261	78.0	43,854	99.6	18,824	73.8	65,620	73.5	122	2.1	11,661	78.3	179	100.0
Loans Sold	39,496	22.0	167	.4	6,690	26.2	23,629	26.5	5,783	97.9	3,228	21.7	–	–

MANUFACTURED HOME LOANS PAID OFF BY REPAYMENT



1985

MANUFACTURED HOME LOANS PAID OFF BY REPOSSESSION



1985

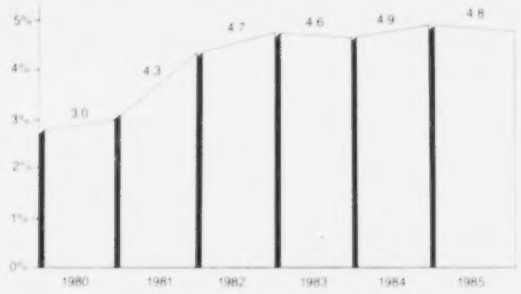
MANUFACTURED HOME LOANS PAID OFF BY REPAYMENT AND PREPAYMENT IN 1985

Total of All Institutions		**%**
Reporting Institutions	*304*	
Accounts Outstanding	*874,262*	*100.0*
Loans Paid Off by Repayment	*84,141*	*9.6*
By Type of Financial Institution		
BANKS		**%**
Reporting Institutions	*176*	
Accounts Outstanding	*216,927*	*100.0*
Loans Paid Off by Repayment	*21,463*	*9.9*
SAVINGS AND LOAN		**%**
Reporting Institutions	*66*	
Accounts Outstanding	*108,498*	*100.0*
Loans Paid Off by Repayment	*10,870*	*10.0*
FINANCE COMPANIES		**%**
Reporting Institutions	*23*	
Accounts Outstanding	*451,134*	*100.0*
Loans Paid Off by Repayment	*44,362*	*9.8*
MORTGAGE BANKERS		**%**
Reporting Institutions	*7*	
Accounts Outstanding	*64,068*	*100.0*
Loans Paid Off by Repayment	*5,016*	*7.8*
SERVICE COMPANIES		**%**
Reporting Institutions	*12*	
Accounts Outstanding	*31,000*	*100.0*
Loans Paid Off by Repayment	*2,180*	*7.0*
CREDIT UNIONS		**%**
Reporting Institutions	*20*	
Accounts Outstanding	*2,635*	*100.0*
Loans Paid Off by Repayment	*250*	*9.5*

MANUFACTURED HOME LOANS PAID OFF BY REPOSSESSION DURING 1985

Total of All Institutions		**%**
Reporting Institutions	*326*	
Accounts Outstanding	*1,100,652*	*100.0*
Loans Paid Off by Repossessions	*29,739*	*2.7*
By Type of Financial Institution		
BANKS		**%**
Reporting Institutions	*203*	
Accounts Outstanding	*214,939*	*100.0*
Loans Paid Off by Repossession	*4,571*	*2.1*
SAVINGS AND LOAN		**%**
Reporting Institutions	*67*	
Accounts Outstanding	*100,871*	*100.0*
Loans Paid Off by Repossession	*2,690*	*2.7*
FINANCE COMPANIES		**%**
Reporting Institutions	*26*	
Accounts Outstanding	*614,309*	*100.0*
Loans Paid Off by Repossession	*20,237*	*3.3*
MORTGAGE BANKERS		**%**
Reporting Institutions	*10*	
Accounts Outstanding	*115,199*	*100.0*
Loans Paid Off by Repossession	*1,664*	*1.4*
SERVICE COMPANIES		**%**
Reporting Institutions	*14*	
Accounts Outstanding	*53,774*	*100.0*
Loans Paid Off by Repossession	*561*	*1.0*
CREDIT UNIONS		**%**
Reporting Institutions	*6*	
Accounts Outstanding	*1,560*	*100.0*
Loans Paid Off by Repossession	*16*	*1.0*

1985 SURVEY FINDINGS

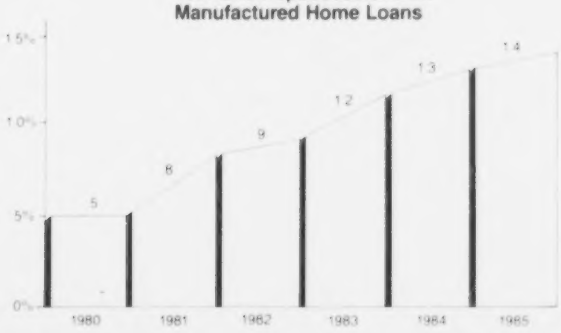


Year-End Delinquencies on Manufactured Home Loans

MANUFACTURED HOME CONSUMER LOAN DELINQUENCIES

Total of All Institutions	1985	%	1984	%	1983	%	1982	%
Reporting Institutions	426		384		468		421	
Accounts Outstanding	1,222,640	100.0	1,014,208	100.0	1,126,951	100.0	1,070,591	100.0
Accounts Delinquent	58,960	4.8	49,392	4.9	51,545	4.6	50,809	4.7
30–59 Days	35,280	2.9	29,441	2.9	31,839	2.8	30,293	2.8
60–89 Days	12,941	1.1	8,795	0.9	8,868	0.8	9,166	0.9
90 Days Plus	10,739	.9	11,156	1.1	10,838	1.0	11,350	1.1
By Type of Financial Institution	**1985**	**%**	**1984**	**%**	**1983**	**%**	**1982**	**%**
BANKS								
Reporting Institutions	266		255		302		269	
Accounts Outstanding	251,426	100.0	219,076	100.0	276,254	100.0	304,700	100.0
Accounts Delinquent	11,358	4.5	8,295	3.8	11,558	4.2	11,857	3.9
30–59 Days	7,362	2.9	5,599	2.6	8,129	2.9	8,400	2.8
60–89 Days	2,084	.8	1,530	0.7	1,818	0.7	1,950	0.6
90 Days Plus	1,912	.8	1,166	0.5	1,611	0.6	1,507	0.5
SAVINGS AND LOAN								
Reporting Institutions	77		92		112		104	
Accounts Outstanding	112,597	100.0	117,270	100.0	135,295	100.0	131,917	100.0
Accounts Delinquent	5,650	5.0	6,775	5.8	7,542	5.6	8,336	6.3
30–59 Days	3,607	3.2	4,272	3.6	4,762	3.5	5,857	4.4
60–89 Days	1,153	1.0	1,145	1.0	1,382	1.0	1,240	0.9
90 Days Plus	890	.8	1,358	1.2	1,398	1.0	1,239	0.9
FINANCE COMPANIES								
Reporting Institutions	32		16		14		21	
Accounts Outstanding	664,346	100.0	574,596	100.0	502,324	100.0	489,843	100.0
Accounts Delinquent	31,539	4.7	27,533	4.8	22,580	4.5	23,359	4.8
30–59 Days	17,973	2.7	15,331	2.7	13,007	2.6	11,885	2.4
60–89 Days	7,185	1.1	4,812	0.8	3,786	0.8	4,411	0.9
90 Days Plus	6,381	1.0	7,390	1.3	5,787	1.2	7,063	1.4
MORTGAGE BANKERS								
Reporting Institutions	13		6		20		14	
Accounts Outstanding	115,368	100.0	45,962	100.0	162,604	100.0	112,159	100.0
Accounts Delinquent	8,726	7.6	4,808	10.5	8,264	5.1	6,378	5.7
30–59 Days	5,246	4.5	2,951	6.4	4,782	2.9	3,469	3.1
60–89 Days	2,128	1.8	905	2.0	1,645	1.0	1,467	1.3
90 Days Plus	1,352	1.2	952	2.1	1,837	1.1	1,442	1.3
SERVICE COMPANIES								
Reporting Institutions	16		7		10		13	
Accounts Outstanding	76,123	100.0	55,999	100.0	44,131	100.0	31,972	100.0
Accounts Delinquent	1,546	2.0	1,855	3.3	1,473	3.3	879	2.7
30–59 Days	990	1.3	1,228	2.2	1,081	2.4	682	2.1
60–89 Days	365	.5	375	0.7	215	0.5	98	0.3
90 Days Plus	191	.3	252	0.4	177	0.4	99	0.3
CREDIT UNIONS								
Reporting Institutions	22		9		10		–	–
Accounts Outstanding	2,780	100.0	1,305	100.0	6,343	100.0	–	–
Accounts Delinquent	141	5.1	126	9.7	128	2.0	–	–
30–59 Days	102	3.7	60	4.6	78	1.2	–	–
60–89 Days	26	.9	28	2.2	22	0.3	–	–
90 Days Plus	13	.5	38	2.9	28	0.4	–	–

Year-End Repossessions on Manufactured Home Loans



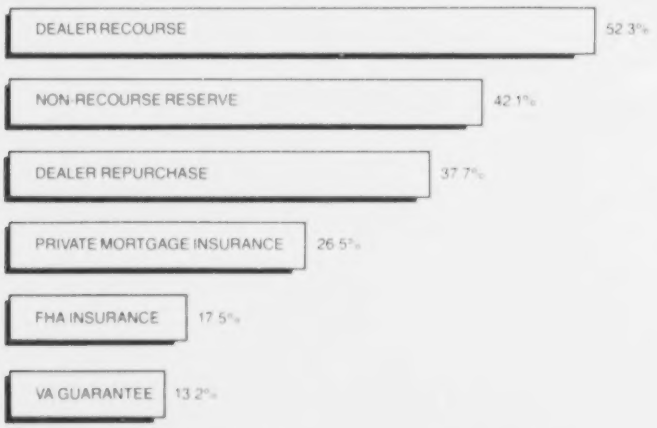
MANUFACTURED HOME REPOSSESSIONS ON HAND OR IN PROCESS AS OF DECEMBER 31

	1985	%	1984	%	1983	%	1982	%
REPORTING INSTITUTIONS	427		389		468		421	
Accounts Outstanding	1,223,653	100.0	1,052,888	100.0	1,126,951	100.0	1,070,591	100.0
Repossessions On Hand Or In Process	16,802	1.4	13,577	1.3	13,955	1.2	9,851	0.9

By Type of Financial Institution	**1985**	**%**	**1984**	**%**	**1983**	**%**	**1982**	**%**
BANKS								
Reporting Institutions	266		255		302		269	
Accounts Outstanding	251,426	100.0	219,076	100.0	276,254	100.0	304,700	100.0
Repossessions On Hand Or In Process	2,008	.8	1,819	0.8	2,061	0.7	1,412	0.5
SAVINGS AND LOAN								
Reporting Institutions	77		92		112		104	
Accounts Outstanding	112,597	100.0	117,270	100.0	135,295	100.0	131,917	100.0
Repossessions On Hand Or In Process	1,488	1.3	1,875	1.6	1,785	1.3	1,246	0.9
FINANCE COMPANIES								
Reporting Institutions	32		17		14		21	
Accounts Outstanding	664,346	100.0	595,396	100.0	502,324	100.0	489,843	100.0
Repossessions On Hand Or In Process	7,892	1.2	7,455	1.3	6,695	1.3	5,113	1.0
MORTGAGE BANKERS								
Reporting Institutions	13		9		20		14	
Accounts Outstanding	115,368	100.0	63,842	100.0	162,604	100.0	112,159	100.0
Repossessions On Hand Or In Process	4,807	4.2	1,990	3.1	3,055	1.9	1,988	1.8
SERVICE COMPANIES								
Reporting Institutions	17		7		10		13	
Accounts Outstanding	77,136	100.0	55,999	100.0	44,131	100.0	31,972	100.0
Repossessions On Hand Or In Process	580	.8	413	0.7	323	0.7	92	0.3
CREDIT UNIONS								
Reporting Institutions	22		9		10		–	–
Accounts Outstanding	2,780	100.0	1,305	100.0	6,343	100.0	–	–
Repossessions On Hand Or In Process	27	1.0	25	1.9	36	0.6	–	–

1985 SURVEY FINDINGS

Manufactured Home Consumer Loan Portfolio Protection Methods



MANUFACTURED HOME PORTFOLIO PROTECTION METHODS

	TOTAL		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
REPORTING INSTITUTIONS	302	100.0	179	100.0	48	100.0	31	100.0	11	100.0	16	100.0	17	100.0
Dealer Recourse	158	52.3	107	59.8	20	41.7	22	71.0	6	54.5	3	18.8	–	–
Dealer Repurchase	114	37.7	77	43.0	13	27.1	18	58.1	3	27.3	3	18.8	–	–
Private Mortgage	80	26.5	41	22.9	18	37.5	9	29.0	5	45.5	7	43.8	–	–
FHA Insurance	53	17.5	17	9.5	11	22.9	12	38.7	8	72.7	3	18.8	2	11.8
VA Guaranty	40	13.2	9	5.0	12	25.0	10	32.3	8	72.7	1	6.3	–	–
Non–Recourse Reserve	127	42.1	56	31.3	24	50.0	15	48.4	3	27.3	13	81.3	16	94.1

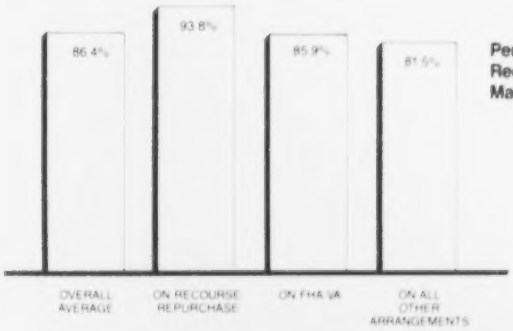
NOTE: Some reporting institutions use several of the listed protection methods, not just one.

INSURANCE POLICIES OF MANUFACTURED HOME LENDERS

	TOTAL		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
REPORTING INSTITUTIONS	381	100.0	250	100.0	69	100.0	30	100.0	10	100.0	17	100.0	5	100.0
Require Fraud Insurance	34	8.9	21	8.4	7	10.1	3	10.0	1	10.0	2	11.8	–	–
Offer Open Lot Insurance	39	10.2	14	5.6	8	11.6	10	33.3	3	30.0	4	23.5	–	–
Offer Liability Coverage	67	17.6	32	12.8	18	26.1	3	10.0	6	60.0	8	47.1	–	–
Require MH Owner's Insurance	369	96.9	242	96.8	69	100.0	28	93.3	9	90.0	16	94.1	5	100.0

WHEN REPOSSESSION PROCEEDINGS BEGIN

	TOTAL		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
REPORTING INSTITUTIONS	415	100.0	262	100.0	76	100.0	28	100.0	10	100.0	17	100.0	22	100.0
30 Days or Less	20	4.8	16	6.1	1	1.3	2	7.1	–	–	1	5.9	–	–
31 to 60 Days	128	30.8	79	30.2	27	35.5	8	28.6	4	40.0	6	35.3	4	18.2
61 to 90 Days	223	53.7	138	52.7	38	50.0	16	57.1	6	60.0	9	52.9	16	72.7
More than 90 Days	44	10.6	29	11.1	10	13.2	2	7.1	–	–	1	5.9	2	9.1
AVERAGE DAYS	80.71		80.32		82.50		77.64		78.00		76.76		87.27	



Percentage of Loans Outstanding Recovered in Selling a Repossessed Manufactured Home

PERCENTAGE OF LOANS OUTSTANDING RECOVERED IN SELLING A REPOSSESSED MANUFACTURED HOME

"AVERAGE" PERCENTAGE RECOVERED	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	318	100.0	194	100.0	55	100.0	25	100.0	9	100.0	15	100.0	20	100.0
Less than 60%	15	4.7	10	5.2	2	3.6	1	4.0	2	22.2	–	–	–	–
60 to 69%	19	6.0	14	7.2	–	–	1	4.0	1	11.1	–	–	3	15.0
70 to 79%	35	11.0	15	7.7	10	18.2	7	28.0	–	–	–	–	3	15.0
80 to 89%	66	20.8	37	19.1	12	21.8	3	12.0	4	44.4	4	26.7	6	30.0
90 to 99%	100	31.4	57	29.4	20	36.4	9	36.0	2	22.2	9	60.0	3	15.0
100%	83	26.1	61	31.4	11	20.0	4	16.0	–	–	2	13.3	5	25.0
AVERAGE PERCENTAGE	86.40%		87.27%		86.56%		84.44%		69.78%		91.53%		83.65%	
ON DEALER RECOURSE/REPURCHASE LOANS														
REPORTING INSTITUTIONS	207	100.0	141	100.0	31	100.0	22	100.0	4	100.0	9	100.0	–	–
Less than 60%	6	2.9	2	1.4	3	9.7	–	–	1	25.0	–	–	–	–
60 to 69%	3	1.4	2	1.4	–	–	1	4.5	–	–	–	–	–	–
70 to 79%	9	4.3	4	2.8	1	3.2	3	13.6	1	25.0	–	–	–	–
80 to 89%	14	6.8	11	7.8	2	6.5	1	4.5	–	–	–	–	–	–
90 to 99%	37	17.9	20	14.2	10	32.3	5	22.7	–	–	2	22.2	–	–
100%	138	66.7	102	72.3	15	48.4	12	54.5	2	50.0	7	77.8	–	–
AVERAGE PERCENTAGE	93.83%		95.30%		89.74%		92.05%		71.25%		99.22%			
ON FHA/VA LOANS														
REPORTING INSTITUTIONS	46	100.0	16	100.0	11	100.0	8	100.0	6	100.0	3	100.0	2	100.0
Less than 60%	1	2.2	–	–	–	–	–	–	1	16.7	–	–	–	–
60 to 69%	2	4.3	1	6.3	–	–	–	–	1	16.7	–	–	–	–
70 to 79%	8	17.4	2	12.5	–	–	5	62.5	–	–	–	–	1	50.0
80 to 89%	10	21.7	2	12.5	2	18.2	–	–	4	66.7	2	66.7	–	–
90 to 99%	17	37.0	8	50.0	6	54.5	2	25.0	–	–	–	–	1	50.0
100%	8	17.4	3	18.8	3	27.3	1	12.5	–	–	1	33.3	–	–
AVERAGE PERCENTAGE	85.85%		87.00%		92.45%		83.75%		72.83%		91.00%		80.00%	
ON ALL OTHER LOAN ARRANGEMENTS														
REPORTING INSTITUTIONS	225	100.0	130	100.0	42	100.0	14	100.0	6	100.0	14	100.0	19	100.0
Less than 60%	21	9.3	17	13.1	2	4.8	1	7.1	1	16.7	–	–	–	–
60 to 69%	26	11.6	19	14.6	4	9.5	–	–	–	–	–	–	3	15.8
70 to 79%	23	10.2	10	7.7	7	16.7	3	21.4	–	–	–	–	3	15.8
80 to 89%	61	27.1	31	23.8	10	23.8	3	21.4	3	50.0	8	57.1	6	31.6
90 to 99%	46	20.4	28	21.5	8	19.0	3	21.4	1	16.7	4	28.6	2	10.5
100%	48	21.3	25	19.2	11	26.2	4	28.6	1	16.7	2	14.3	5	26.3
AVERAGE PERCENTAGE	81.49%		79.62%		83.64%		84.00%		80.00%		88.07%		83.32%	

1985 SURVEY FINDINGS

INSTITUTIONS CURRENTLY ACTIVE IN MANUFACTURED HOME FINANCING

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	451	100.0	281	100.0	80	100.0	37	100.0	13	100.0	18	100.0	22	100.0
YES	402	89.1	243	86.5	73	91.3	36	97.3	12	92.3	17	94.4	21	95.5
NO	49	10.9	38	13.5	7	8.8	1	2.7	1	7.7	1	5.6	1	4.5

NUMBER OF FINANCIAL LOCATIONS REPRESENTED

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	467	100.0	288	100.0	85	100.0	38	100.0	16	100.0	18	100.0	22	100.0
1 Location	223	47.8	142	49.3	38	44.7	20	52.6	10	62.5	8	44.4	5	22.7
2 Locations	29	6.2	21	7.3	2	2.4	1	2.6	2	12.5	2	11.1	1	4.5
3 Locations	29	6.2	21	7.3	2	2.4	1	2.6	2	12.5	–	–	3	13.6
4–5 Locations	36	7.7	21	7.3	4	4.7	2	5.3	–	–	3	16.7	6	27.3
6–10 Locations	47	10.1	28	9.7	7	8.2	2	5.3	1	6.3	3	16.7	6	27.3
11–20 Locations	46	9.9	23	8.0	14	16.5	5	13.2	1	6.3	2	11.1	1	4.5
21–30 Locations	11	2.4	4	1.4	6	7.1	1	2.6	–	–	–	–	–	–
31–100 Locations	39	8.4	24	8.3	12	14.1	3	7.9	–	–	–	–	–	–
More than 100	7	1.5	4	1.4	–	–	3	7.9	–	–	–	–	–	–
Total Locations	5,638		3,513		1,020		884		42		78		101	

NUMBER OF STATES OPERATING

	TOTAL	%	BANKS	%	SAVINGS & LOAN	%	FINANCE COMPANIES	%	MORTGAGE BANKERS	%	SERVICE COMPANIES	%	CREDIT UNIONS	%
REPORTING INSTITUTIONS	466	100.0	288	100.0	84	100.0	38	100.0	16	100.0	18	100.0	22	100.0
1 State	359	77.0	260	90.3	67	79.8	7	18.4	4	25.0	5	27.8	16	72.7
2 States	29	6.2	15	5.2	4	4.8	4	10.5	3	18.8	1	5.6	2	9.1
3 States	20	4.3	7	2.4	6	7.1	1	2.6	2	12.5	4	22.2	–	–
4–5 States	15	3.2	3	1.0	4	4.8	4	10.5	3	18.8	1	5.6	–	–
6 or more States	43	9.2	3	1.0	3	3.6	22	57.9	4	25.0	7	38.9	4	18.2
Average Number of States	3.71		1.30		1.99		18.74		7.19		8.39		9.55	

MANUFACTURED HOME CONSUMER LOAN NET ACTIVITY

TOTAL	1985	%	1984	%	1983	%	1982	%
Accounts Outstanding Beginning of Year	1,127,559	100.0	936,859	100.0	1,056,041	100.0	1,031,967	100.0
Loans Advanced	234,006	20.8	247,818	26.4	225,091	21.3	189,256	18.3
Repayment Liquidations	(84,141)	7.5	(76,767)	8.2	(94,977)	9.0	(79,075)	7.7
Repossession Liquidations	(29,739)	2.6	(27,992)	3.0	(25,150)	2.4	(15,297)	1.5
Net Activity	120,126	10.7	143,059	15.3	104,964	9.9	94,884	9.2
Accounts Outstanding End of Year	1,247,685	110.7	1,079,918	115.3	1,161,005	109.9	1,126,851	109.2
BANKS								
Accounts Outstanding Beginning of Year	232,192	100.0	201,551	100.0	266,995	100.0	283,276	100.0
Loans Advanced	46,664	20.1	40,813	20.2	52,250	19.6	54,724	19.3
Repayment Liquidations	(21,463)	9.2	(13,289)	6.6	(24,778)	9.3	(20,431)	7.2
Repossession Liquidations	(4,571)	2.0	(1,979)	1.0	(3,010)	1.1	(2,466)	1.3
Net Activity	20,630	8.9	25,545	12.7	24,462	9.2	31,827	11.2
Accounts Outstanding End of Year	252,822	108.9	227,096	112.7	291,457	109.2	315,103	111.2
SAVINGS AND LOAN								
Accounts Outstanding Beginning of Year	96,610	100.0	63,989	100.0	116,806	100.0	121,624	100.0
Loans Advanced	29,719	30.8	60,791	95.0	38,842	33.2	19,569	16.1
Repayment Liquidations	(10,870)	11.3	(4,070)	6.4	(12,870)	11.0	(7,558)	6.2
Repossession Liquidations	(2,690)	2.8	(2,829)	4.4	(2,027)	1.7	(1,544)	1.3
Net Activity	16,159	16.7	53,892	84.2	23,945	20.5	10,467	8.6
Accounts Outstanding End of Year	112,769	116.7	117,881	184.2	140,751	120.5	132,091	108.6
FINANCE COMPANIES								
Accounts Outstanding Beginning of Year	623,551	100.0	552,104	100.0	487,069	100.0	503,870	100.0
Loans Advanced	127,858	20.5	124,190	22.5	83,630	17.2	83,590	16.6
Repayment Liquidations	(44,362)	7.1	(57,035)	10.3	(50,225)	10.3	(48,077)	9.5
Repossession Liquidations	(20,237)	3.2	(21,293)	3.9	(18,150)	3.7	(10,152)	2.0
Net Activity	63,259	10.1	45,862	8.3	15,255	3.1	25,361	5.0
Accounts Outstanding End of Year	686,810	110.1	597,966	108.3	502,324	103.1	529,231	105.0
MORTGAGE BANKERS								
Accounts Outstanding Beginning of Year	107,779	100.0	57,405	100.0	139,995	100.0	89,641	100.0
Loans Advanced	14,269	13.2	9,655	16.8	36,934	26.4	24,741	27.6
Repayment Liquidations	(5,016)	4.7	(1,957)	3.4	(4,246)	3.0	(1,465)	1.6
Repossession Liquidations	(1,664)	1.5	(1,211)	2.1	(1,379)	1.0	(758)	0.8
Net Activity	7,589	7.0	6,487	11.3	31,309	2.2	22,518	25.1
Accounts Outstanding End of Year	115,368	107.0	63,892	111.3	171,304	102.2	112,159	125.1
SERVICE COMPANIES								
Accounts Outstanding Beginning of Year	64,988	100.0	59,768	100.0	38,435	100.0	33,516	100.0
Loans Advanced	14,889	22.9	11,786	19.7	12,141	31.6	6,575	19.6
Repayment Liquidations	(2,180)	3.3	(341)	0.6	(2,631)	6.8	(1,536)	4.6
Repossession Liquidations	(561)	0.9	(652)	1.1	(514)	1.3	(373)	1.1
Net Activity	12,148	18.7	10,793	18.1	8,996	23.4	4,666	13.9
Accounts Outstanding End of Year	77,136	118.7	70,561	118.1	47,431	123.4	38,182	113.9
CREDIT UNIONS								
Accounts Outstanding Beginning of Year	2,439	100.0	2,042	100.0	6,741	100.0	40	100.0
Loans Advanced	607	24.9	583	28.6	1,294	19.2	57	142.5
Repayment Liquidations	(250)	10.2	(75)	3.7	(227)	3.4	(8)	20.0
Repossession Liquidations	(16)	0.7	(28)	1.4	(70)	1.0	(4)	10.0
Net Activity	341	14.0	480	23.5	997	14.8	45	112.5
Accounts Outstanding End of Year	2,780	114.0	2,522	123.5	7,738	114.8	85	212.5

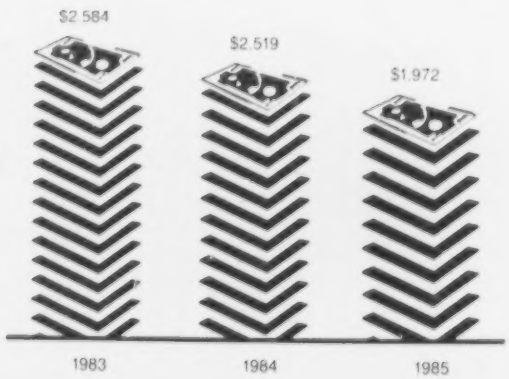
1985 SURVEY FINDINGS

Manufactured Home-Wholesale Outstandings — 1985 (In Thousands)

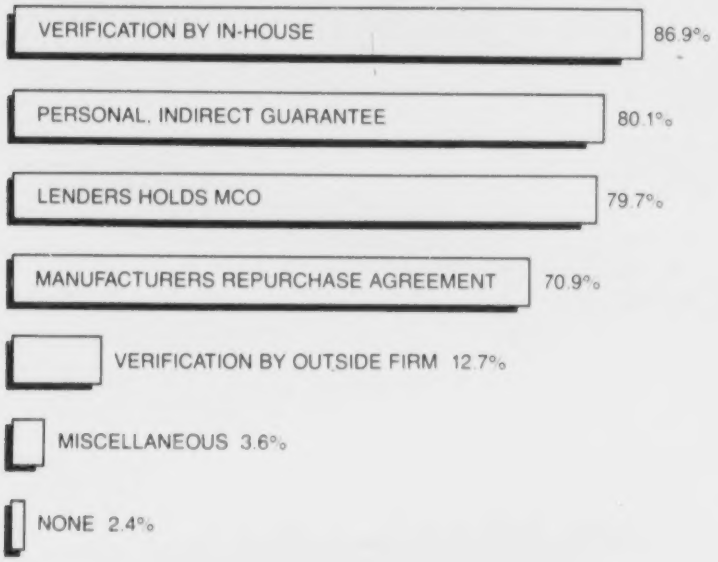
DOLLAR AMOUNT OUTSTANDING OF MANUFACTURED HOUSING WHOLESALE FINANCING

	TOTAL		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
REPORTING INSTITUTIONS	269	100.0	196	100.0	38	100.0	23	100.0	2	100.0	8	100.0	2	100.0
Less Than $150,000	54	20.1	43	21.9	10	26.3	–	–	–	–	–	–	1	50.0
$150,000 to $249,999	28	10.4	26	13.3	2	5.3	–	–	–	–	–	–	–	–
$250,000 to $499,999	58	21.6	43	21.9	10	26.3	2	8.7	1	50.0	1	12.5	1	50.0
$500,000 to $999,999	43	16.0	37	18.9	3	7.9	2	8.7	–	–	1	12.5	–	–
$1,000,000 to $2,999,999	45	16.7	31	15.8	9	23.7	3	13.0	1	50.0	1	12.5	–	–
$3,000,000 to $4,999,999	7	2.6	6	3.1	1	2.6	–	–	–	–	–	–	–	–
$5,000,000 to $9,999,999	10	3.7	4	2.0	1	2.6	2	8.7	–	–	3	37.5	–	–
$10,000,000 or More	24	8.9	6	3.1	2	5.3	14	60.9	–	–	2	25.0	–	–
Total Outstandings (In Thousands)	$1,972,418		$317,981		$66,369		$1,500,834		$1,492		$85,405		$337	

TOTAL MANUFACTURED HOME WHOLESALE OUTSTANDINGS (In Millions)



MANUFACTURED HOUSING WHOLESALE LOAN PROTECTION PORTFOLIO METHODS



WHOLESALE LOAN PORTFOLIO PROTECTION METHODS

	TOTAL		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
REPORTING INSTITUTIONS	251	100.0	186	100.0	33	100.0	21	100.0	2	100.0	7	100.0	2	100.0
Manufacturer Repurchase Agreement	178	70.9	134	72.0	20	60.6	17	81.0	1	50.0	6	85.7	–	–
Lender Holds MCO	200	79.7	141	75.8	31	93.9	18	85.7	1	50.0	7	100.0	2	100.0
Personal, Indirect Guarantee	201	80.1	151	81.2	24	72.7	18	85.7	1	50.0	7	100.0	–	–
Verification By In-House	218	86.9	162	87.1	30	90.9	18	85.7	1	50.0	7	100.0	–	–
Verification By Outside Firm	32	12.7	13	7.0	10	30.3	7	33.3	–	–	2	28.6	–	–
None	6	2.4	4	2.2	1	3.0	–	–	1	50.0	–	–	–	–
Miscellaneous	9	3.6	4	2.2	2	6.1	2	9.5	–	–	1	14.3	–	–

MANUFACTURED HOUSING DEALERS/DISTRIBUTORS REPRESENTED IN WHOLESALE PORTFOLIO

	TOTAL		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
		%		%		%		%		%		%		%
REPORTING INSTITUTIONS	269	100.0	196	100.0	38	100.0	23	100.0	2	100.0	8	100.0	2	100.0
1 Firm	71	26.4	60	30.6	10	26.3	–	–	–	–	–	–	1	50.0
2 Firms	44	16.4	38	19.4	4	10.5	1	4.3	–	–	–	–	1	50.0
3 Firms	29	10.8	22	11.2	7	18.4	–	–	–	–	–	–	–	–
4 Firms	19	7.1	17	8.7	–	–	1	4.3	–	–	1	12.5	–	–
5 Firms	13	4.8	8	4.1	5	13.2	–	–	–	–	–	–	–	–
6 to 10 Firms	39	14.5	27	13.8	8	21.1	2	8.7	1	50.0	1	12.5	–	–
11 or More Firms	54	20.1	24	12.2	4	10.5	19	82.6	1	50.0	6	75.0	–	–
Average Number		35		9		7		265		80		146		2

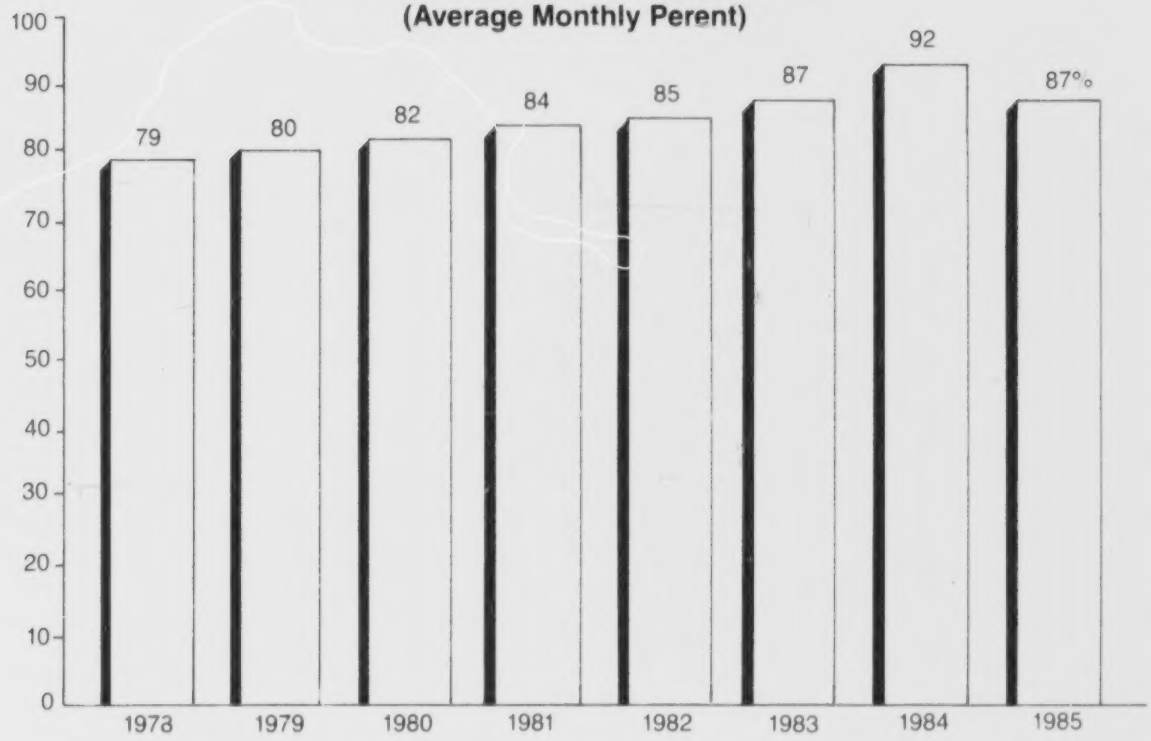
1985 SURVEY FINDINGS

REGIONAL DISTRIBUTION OF MANUFACTURED HOUSING LENDERS

	ALL INSTITUTIONS		BANKS		SAVINGS & LOAN		FINANCE COMPANIES		MORTGAGE BANKERS		SERVICE COMPANIES		CREDIT UNIONS	
TOTAL REPORTING LOCATIONS	449	100.0	278	100.0	81	100.0	37	100.0	13	100.0	18	100.0	22	100.0
NORTHEAST	65	14.5	46	16.5	6	7.4	7	18.9	—	—	5	27.8	1	4.5
Connecticut	3		—		—		3		—		—		—	
Maine	2		2		—		—		—		—		—	
Massachusetts	4		3		—		—		—		1		—	
New Hampshire	4		2		1		—		—		—		1	
New Jersey	5		4		—		1		—		—		—	
New York	18		14		1		1		—		2		—	
Pennsylvania	28		20		4		2		—		2		—	
Rhode Island	1		1		—		—		—		—		—	
Vermont	—		—		—		—		—		—		—	
EAST NORTH CENTRAL	93	20.7	60	21.6	21	25.9	3	8.1	3	23.1	2	11.1	4	18.2
Illinois	14		11		1		—		1		—		1	
Indiana	22		16		3		—		2		1		—	
Michigan	22		14		5		1		—		—		2	
Ohio	22		12		7		1		—		1		1	
Wisconsin	13		7		5		1		—		—		—	
WEST NORTH CENTRAL	59	13.1	38	13.7	13	16.0	4	10.8	—	—	2	11.1	2	9.1
Iowa	4		3		1		—		—		—		—	
Kansas	16		15		1		—		—		—		—	
Minnesota	11		6		1		1		—		2		1	
Missouri	12		4		5		3		—		—		—	
Nebraska	6		4		1		—		—		—		1	
North Dakota	5		3		2		—		—		—		—	
South Dakota	5		3		2		—		—		—		—	
SOUTH ATLANTIC	80	17.8	42	15.1	14	17.3	10	27.0	4	30.8	4	22.2	6	27.3
Delaware	3		3		—		—		—		—		—	
Florida	32		16		8		2		2		3		1	
Georgia	6		5		—		1		—		—		—	
Maryland	6		2		1		1		1		1		—	
North Carolina	12		7		—		3		1		—		1	
South Carolina	11		4		2		3		—		—		2	
Virginia	5		—		3		—		—		—		2	
West Virginia	5		5		—		—		—		—		—	
SOUTH CENTRAL	92	20.5	58	20.9	15	18.5	7	18.9	4	30.8	4	22.2	4	18.2
Alabama	8		3		2		1		—		1		1	
Arkansas	4		4		—		—		—		—		—	
Kentucky	6		6		—		—		—		—		—	
Louisiana	14		9		4		1		—		—		—	
Mississippi	8		8		—		—		—		—		—	
Oklahoma	4		—		4		—		—		—		—	
Tennessee	6		2		2		1		1		—		—	
Texas	42		26		3		4		3		3		3	
MOUNTAIN	33	7.3	24	8.6	3	3.7	2	5.4	—	—	1	5.6	3	13.6
Arizona	6		3		1		—		—		—		2	
Colorado	6		3		2		1		—		—		—	
Idaho	5		4		—		—		—		—		1	
Montana	6		6		—		—		—		—		—	
Nevada	—		—		—		—		—		—		—	
New Mexico	5		4		—		—		—		1		—	
Utah	3		2		—		1		—		—		—	
Wyoming	2		2		—		—		—		—		—	
PACIFIC	27	6.0	10	3.6	9	11.1	4	10.8	2	15.4	—	—	2	9.1
California	19		6		8		3		1		—		1	
Oregon	3		2		1		—		—		—		—	
Washington	5		2		—		1		1		—		1	

PERCENT OF MANUFACTURED HOMES PURCHASED WITH FINANCING

(Average Monthly Perent)

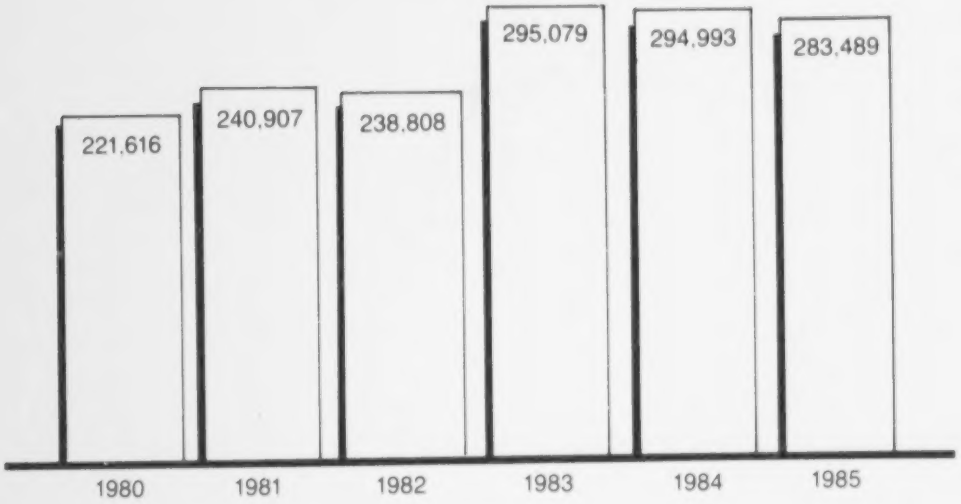


Source: National Housing Index Division of Jon Whitney Associates, Inc.

The National Housing Index, division of Jon Whitney Associates, Inc., has surveyed a panel of manufactured home dealers throughout the country on a regular monthly basis since 1974. Detailed market facts are obtained from dealers including the total number of new and existing homes sold and delivered to consumers each month.

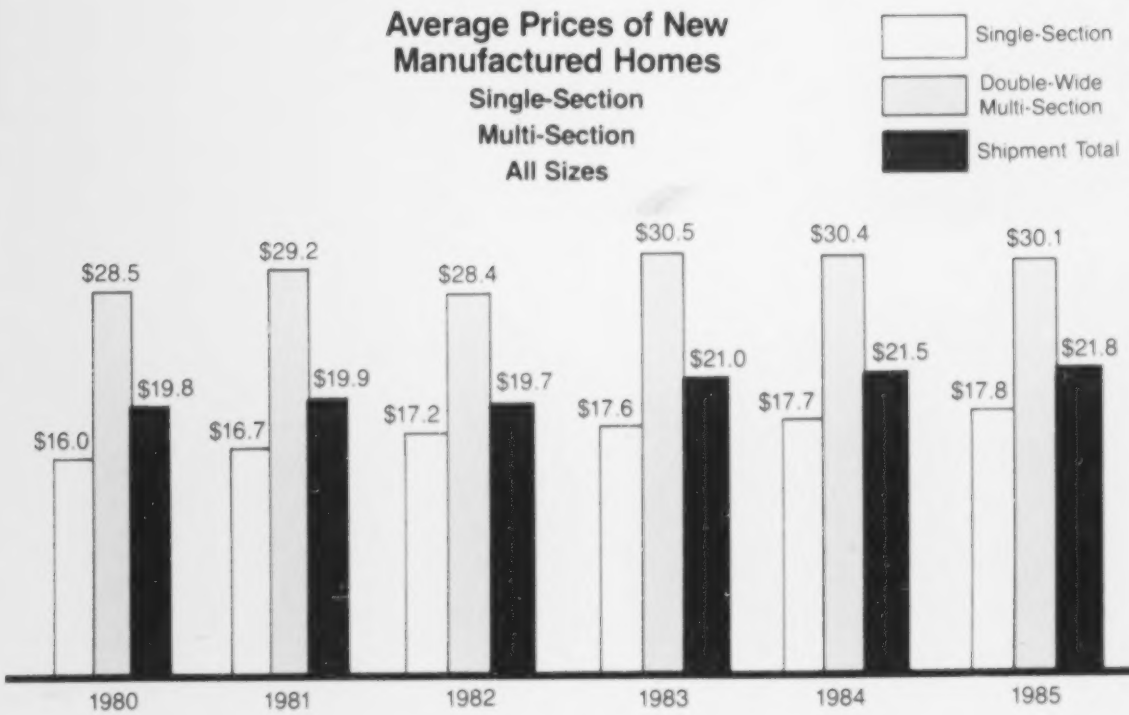
Information is also obtained about whether the homes were purchased for cash or with financing. Periodically, a special question is asked about the cash transactions to determine how many of these sales were actually for cash and how many were from funds obtained from other sources, including personal savings, equity from the sale of property, loans from other family members, and direct loans from financial institutions. This information is used in establishing an "adjusted" cash sales figure. Applying this adjusted cash sales figure to the size of the manufactured housing market results in producing the estimates for the number and percent of homes financed each year.

Manufactured Home Shipments



Average Prices of New Manufactured Homes

Single-Section
Multi-Section
All Sizes



MANUFACTURED HOME SHIPMENTS TO STATES

	1980		1981		1982		1983		1984		1985	
	Homes	%	Homes	%	Homes	%	Homes	%	Homes	%	Homes	%
NORTHEAST	11,888	5	12,108	5	12,151	5	16,930	6	18,383	6	20,077	7
Connecticut	313		283		250		290		373		390	
Maine	848		879		835		1,271		1,444		1,750	
Massachusetts	515		469		447		716		770		929	
New Hampshire	718		729		693		1,048		1,230		1,622	
New Jersey	703		531		497		634		662		834	
New York	3,123		3,439		3,980		5,572		6,636		7,305	
Pennsylvania	5,194		5,273		4,982		6,763		6,523		6,467	
Rhode Island	61		91		59		163		147		182	
Vermont	413		414		408		473		598		598	
EAST NORTH CENTRAL	19,955	9	18,954	8	14,809	6	22,309	7	22,661	8	25,228	9
Illinois	3,143		3,165		2,744		3,875		3,357		3,200	
Indiana	4,408		4,152		3,372		4,993		5,120		5,641	
Michigan	4,462		4,344		3,036		5,028		6,346		8,190	
Ohio	5,975		4,970		3,636		5,351		5,444		6,092	
Wisconsin	1,967		2,323		2,021		3,062		2,394		2,105	
WEST NORTH CENTRAL	11,054	5	11,903	5	10,302	4	13,656	5	12,953	4	11,200	4
Iowa	1,262		1,241		814		1,348		944		668	
Kansas	2,250		2,284		2,807		2,923		2,325		1,804	
Minnesota	1,528		1,669		1,476		2,002		1,944		1,671	
Missouri	3,248		3,091		2,927		4,878		5,579		5,318	
Nebraska	935		946		768		922		717		611	
North Dakota	1,169		1,386		912		783		621		442	
South Dakota	662		727		598		800		823		686	
SOUTH ATLANTIC	61,380	28	67,289	28	68,679	29	94,480	32	101,822	34	107,745	38
Delaware	1,035		1,263		1,287		2,210		2,287		2,297	
Florida	26,993		25,632		24,138		31,354		30,990		33,090	
Georgia	8,629		10,826		12,183		15,700		17,879		19,856	
Maryland	1,118		1,122		1,114		1,307		1,290		1,137	
North Carolina	10,867		13,552		14,523		21,796		24,637		26,724	
South Carolina	5,789		7,636		7,786		12,344		15,074		14,852	
Virginia	3,899		4,391		4,915		6,355		6,515		6,514	
West Virginia	3,050		2,867		2,733		3,414		3,150		3,275	
SOUTH CENTRAL	64,584	29	79,616	33	91,912	38	97,536	33	91,906	31	76,302	27
Alabama	5,237		5,435		5,732		9,837		11,318		12,049	
Arkansas	2,424		2,405		3,125		5,525		6,295		5,759	
Kentucky	3,725		4,302		3,915		5,222		5,750		5,420	
Louisiana	12,318		14,925		14,205		13,611		11,432		8,732	
Mississippi	3,789		3,769		4,197		6,322		6,404		6,422	
Oklahoma	6,220		9,939		12,257		9,062		6,411		3,773	
Tennessee	4,061		3,861		4,608		6,053		6,834		8,347	
Texas	26,810		34,980		43,873		41,904		37,462		25,800	
MOUNTAIN	18,996	9	21,543	9	17,333	7	20,890	7	19,226	7	15,717	6
Arizona	5,616		6,457		5,108		7,150		6,694		5,565	
Colorado	2,814		3,390		2,198		2,094		1,634		1,210	
Idaho	1,585		1,532		1,190		1,793		1,747		1,200	
Montana	1,428		1,418		872		1,470		1,251		923	
Nevada	1,723		1,807		1,499		1,853		1,532		1,271	
New Mexico	2,606		3,480		4,026		4,545		4,780		4,033	
Utah	1,136		1,392		1,318		1,326		1,025		920	
Wyoming	2,088		2,067		1,122		659		563		595	
PACIFIC	24,405	11	20,596	9	14,172	6	19,914	7	19,319	7	18,005	6
California	12,638		11,285		7,476		11,063		10,425		10,038	
Oregon	4,262		3,148		1,856		2,698		2,880		2,370	
Washington	7,505		6,163		4,840		6,153		6,014		5,597	
ALASKA	114		189		502		451		286		140	
HAWAII	—		—		—		—		—		—	
DESTINATION PENDING *	8,680	4	8,063	3	8,798	4	8,379	3	8,436	3	9,000	3
TOTAL U.S.	221,091	100	240,313	100	238,808	100	295,079	100	294,993	100	283,489	100

* The data source, NCSBCS, does not account for the ultimate destination of manufactures inventory (destination pending) on a monthly basis. On a periodic basis, other than monthly, NCSBCS, will determine the destination of inventory.

APPENDIX

MANUFACTURED HOME SHIPMENT AND DOLLAR VOLUME TRENDS

	TOTAL U.S. SHIPMENTS		ESTIMATED RETAIL VALUE	
YEAR	UNIT VOLUME	% CHANGE FROM PREVIOUS YEAR	DOLLARS IN MILLIONS	NET CHANGE IN MILLIONS
1970	401,190	– 3%	$2,451	– $46
1971	496,570	+ 24	3,297	+ 846
1972	575,940	+ 16	4,003	+ 706
1973	566,920	– 2	4,406	+ 403
1974	329,300	– 42	3,214	– 1,192
1975	212,690	– 35	2,433	– 781
1976	246,120	+ 16	3,136	+ 703
1977	265,145	– 8	3,765	+ 629
1978	274,901	+ 4	4,378	+ 613
1979	276,121	+ *	4,860	+ 482
1980	221,091	– 20	4,378	– 482
1981	240,313	+ 9	4,782	+ 404
1982	238,808	– 1	4,705	– 77
1983	295,079	+ 24	6,197	+ 1,492
1984	294,993	– *	6,342	+ 145
1985	283,489	– 4	5,897	– 445

* Less than one-half percent

CHANGE IN MANUFACTURED HOME PRODUCT MIX
MULTI-SECTION MANUFACTURED HOME SHIPMENTS

YEAR	UNIT VOLUME	% CHANGE FROM PREVIOUS YEAR	PERCENT SHARE OF TOTAL MANUFACTURED HOME SHIPMENTS
1970	38,514	+ 7.3%	9.6%
1971	59,588	+ 54.7	12.0
1972	82,239	+ 43.0	14.8
1973	104,313	+ 22.4	18.4
1974	74,092	– 29.0	22.5
1975	55,086	– 25.7	25.9
1976	67,352	+ 22.3	27.4
1977	79,540	+ 18.1	30.0
1978	83,890	+ 5.5	30.5
1979	82,141	– 2.1	30.0
1980	60,867	– 25.9	27.5
1981	57,126	– 6.1	23.8
1982	51,089	– 10.6	21.4
1983	79,127	+ 54.9	26.8
1984	86,767	+ 9.7	29.4
1985	93,711	+ 8.0	33.1

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